

Comparisons of Job Characteristics

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 84

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Sales and Marketing	5.2	17.9	19.9	> Current knowledge level is likely sufficient
Administration and Management	8.4	13.4	12.6	0 Current knowledge level may be sufficient
Economics and Accounting	4.4	13.3	9.7	<< Extensive education and/or training may be required
Personnel and Human Resources	5.6	12.4	5.9	<< Extensive education and/or training may be required
Telecommunications	3.9	7.1	5.3	<< Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 78

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

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Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Monitoring	9.9	13.6	8.8	<< Extensive development of skills in this area may be required
Social Perceptiveness	9.1	13.2	11.6	< A higher skill level may be required
Instructing	7.8	12.6	6.4	<< Extensive development of skills in this area may be required
Management of Personnel Resources	6.9	12.6	4.4	<< Extensive development of skills in this area may be required

Time Management	8.9	12.5	7.6	<<	Extensive development of skills in this area may be required
Coordination	9.1	12.3	9.6	<	A higher skill level may be required
Persuasion	7.4	11.6	12.3	0	Current skill level may be sufficient
Systems Evaluation	6.4	11.6	5.2	<<	Extensive development of skills in this area may be required
Learning Strategies	7.2	11.4	4.8	<<	Extensive development of skills in this area may be required
Negotiation	6.8	11.4	12.3	0	Current skill level may be sufficient
Systems Analysis	6.5	10.5	5.3	<<	Extensive development of skills in this area may be required
Management of Financial Resources	3.3	8.1	2.0	<<	Extensive development of skills in this area may be required
Management of Material Resources	3.7	8.1	2.2	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 92			
Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)					
Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	15.0	14.9	0	Current ability level may be sufficient
Speech Recognition	9.9	13.9	12.8	0	Current ability level may be sufficient
Speech Clarity	10.2	12.3	13.1	0	Current ability level may be sufficient
Fluency of Ideas	7.6	11.0	8.1	<<	Extensive improvement in abilities may be required
Originality	7.6	10.7	8.1	<<	Extensive improvement in abilities may be required
Number Facility	6.3	10.0	3.4	<<	Extensive improvement in abilities may be required
Mathematical Reasoning	6.3	9.8	4.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 72
Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012) Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)		
Work Activities	Exclusivity of Activity	
Analyze sales activities or trends	74	

Conduct sales presentations	75
Investigate customer complaints	67
Prepare reports	8
Provide customer service	14
Resolve customer or public complaints	54
Use knowledge of written communication in sales work	69

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: n/a

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Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Tools and Technologies	Exclusivity
Tools and technology data is unavailable for one or both occupations.	

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.